

122

ENCOMPASS ONLINE

MAIN HELP

Resource Center : SAMPLE PROPOSALS 102
108 [SAMPLE PROPOSALS] PROPOSAL MATERIALS [PROPOSAL TEMPLATES]

124 126

Create New Proposal 106

Product Sales > View Sample

Fleet Optimization > View Sample

104 Management Center : PROPOSAL STATUS 118
114 [PROPOSAL STATUS] SALES SUMMARY

Status	Proposal Name	Customer Name	Owner	Units	Potential Revenue
In Process	Fleet Optimization Proposal	Dancing Pixels	REP, MNTSALES1	0	\$0.00
In Process	Fleet Optimization#2	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In Process	GEM Proposal	The Gallup Organization	MANAGER, MNTSALES	1	\$48,000.00
In Process	Quick 1	ABC Corporation	REP, MNTSALES1	1	\$0.00
In Process	Test Commission Calcs	Blake Handler, Co.	MANAGER, MNTSALES	0	\$0.00
In Process	Test Commission Calcs	Blake Handler, Co.	MANAGER, MNTSALES	1	\$1,295.00
In Process	FO 620	fo 620	MANAGER, MNTSALES	10	\$10,500.00
In Process	Sample	ABC Corporation	MANAGER, MNTSALES	0	\$0.00
In Process	test analyze and compare 2	test analyze and compare 2	MANAGER, MNTSALES	0	\$0.00

Fig. 1

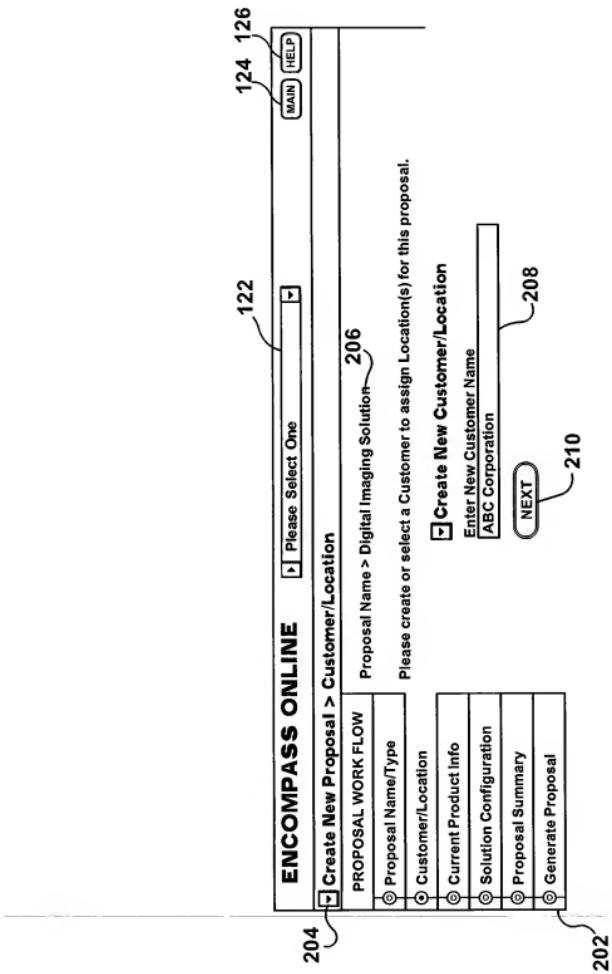


Fig. 2

Fig. 3

 Welcome to Toshiba FYI Portal! - Microsoft Internet Explorer File Edit View Favorites Tools Help <input type="button" value="Back"/> <input type="button" value="Forward"/> Address <input type="text" value="http://todd.toshiba.com"/> <input type="button" value="Go"/> Google <input type="text"/> <input type="button" value=">"/> <input type="button" value="Stop"/> <input type="button" value="Refresh"/>		 Hello, Mintsales Manager <input type="button" value="Home"/> <input type="button" value="Email"/> <input type="button" value="Corporate Services"/> Support Services <input type="button" value="Programs"/> <input type="button" value="Services"/>	
ENCOMPASS ONLINE <input type="button" value="Please Select One"/>		<input type="button" value="MAIN"/> <input type="button" value="HELP"/> <input type="button" value="BILLING GROUPS"/>	
ABC Corporation > Studio 550 Printing System <input type="button" value="122"/>		124 <input type="button" value="124"/>	
PROPOSAL WORK FLOW		126 <input type="button" value="126"/>	
<input type="radio"/> Product Name/Type <input type="radio"/> Customer/Location <input type="radio"/> Current Product Info <input type="radio"/> Identity Products <input type="radio"/> Product Details <input type="radio"/> Supply Costs <input type="radio"/> Analyze Costs		Please use the following filters to look up your products to enter product details. Customer Location ABC Corporation <input type="button" value="404"/> Product Type Brand <input type="button" value="406"/> Brand <input type="button" value="408"/> Department <input type="button" value="402"/> Product Type <input type="button" value="All"/> <input type="button" value="SEARCH"/>	
122 <input type="button" value="122"/>		124 <input type="button" value="124"/>	
202 <input type="button" value="202"/>		420 <input type="button" value="420"/>	
Product <input type="button" value="412"/> Usage (Mo.) <input type="button" value="414"/> Usage % Coverage <input type="button" value="414"/> 1 Konica 5570 <input type="button" value="412"/> Product ID: <input type="button" value="72441"/> Networked <input type="checkbox"/> Copier: Segment 1570-89 (CPA) Digital Administration		Equipment Cost <input type="button" value="426"/> Service Cost <input type="button" value="426"/> Delete <input type="button" value="428"/> 1 Lease (CPA) <input type="checkbox"/> Base Pay (\$) <input type="button" value="422"/> Pages Incl. <input type="button" value="422"/> 0.05 Overage (\$) <input type="checkbox"/> Toner Incl. <input type="checkbox"/> Min. Monthly Pages <input type="button" value="50000"/> Vendor Escalation <input type="checkbox"/> Konica <input type="checkbox"/> 5% <input type="button" value="424"/>	
401 <input type="button" value="401"/>		210 <input type="button" value="210"/>	
Search Results: 1 Product <input type="button" value="412"/> Usage (Mo.) <input type="button" value="414"/> Usage % Coverage <input type="button" value="414"/> 1 Konica 5570 <input type="button" value="412"/> Product ID: <input type="button" value="72441"/> Networked <input type="checkbox"/> Copier: Segment 1570-89 (CPA) Digital Administration		420 <input type="button" value="420"/>	
Solution Configuration <input type="radio"/> Proposal Summary <input type="radio"/> Generate Proposal		426 <input type="button" value="426"/>	
CHANGE WORKFLOW <input type="checkbox"/> USAGE ASSUMPTIONS <input type="checkbox"/> OTHER COSTS		428 <input type="button" value="428"/>	
210 <input type="button" value="210"/>		TOSHIBA <input type="checkbox"/> Internet	

Fig. 4

124 126

ENCOMPASS ONLINE Please Select One 122

View/EditProposal > Solution Configuration

PROPOSAL WORKFLOW

Configure

Please select a Base Model to assign Configuration to this Proposal.

Customer Location 502 Customer Location
Base Model ESTUDIO550 XYZ Corporation

Solution Configuration

The following configurations have been saved for: ESTUDIO550

Contract Terms

Service Configuration 524

ConfigurationName 506 MSRP \$26,976.00 ~ 508 \$0.00 ~ 510 Base Price
Estudio 550 Printing System 518

ConfigurationsAssigned to this Proposal

Configuration/GroupName	MSRP	Base Price	Assign
None Found			Unassign

Generate Proposal

CHANGE WORKFLOW
USAGE ASSUMPTIONS
OTHER COSTS

SAVE 516

520

522

51

Fig. 5

ABC Corporation > Fleet Optimization #2

<input checked="" type="checkbox"/> PROPOSAL WORKFLOW	<input type="checkbox"/> Fleet Optimization						
<input type="checkbox"/> Product Name/Type	<input type="checkbox"/> Quantity						
<input type="checkbox"/> Customer/Location	<input type="checkbox"/> Products to be Replaced/Type)						
<input type="checkbox"/> Current Product Info	<input type="checkbox"/> Product Type						
<input type="checkbox"/> Solution Configuration	<input type="checkbox"/> 608	<input type="checkbox"/> Quantity/Replaced	<input type="checkbox"/> 610	<input type="checkbox"/> Total Monthly Usage	<input type="checkbox"/> 612	<input type="checkbox"/> Total Mo. TCO	<input type="checkbox"/> 614
<input type="checkbox"/> Configure				<input type="checkbox"/> Mono	<input type="checkbox"/> 2,000	<input type="checkbox"/> Color	<input type="checkbox"/> 0
<input type="checkbox"/> Contract/Terms					<input type="checkbox"/> \$80.09		<input type="checkbox"/> \$80.09
<input type="checkbox"/> Product Pricing					<input type="checkbox"/> 1	<input type="checkbox"/> 2,500	<input type="checkbox"/> 0
<input type="checkbox"/> Supply Pricing					<input type="checkbox"/> \$174.00		<input type="checkbox"/> \$174.00
<input type="checkbox"/> Quantity					<input type="checkbox"/> 3	<input type="checkbox"/> 4,500	<input type="checkbox"/> 0
<input type="checkbox"/> Analyze/Compare						<input type="checkbox"/> \$254.09	<input type="checkbox"/> \$254.09
<input type="checkbox"/> Proposal Summary	<input type="checkbox"/> 604	<input type="checkbox"/> 602	<input type="checkbox"/> 601	<input type="checkbox"/> 600	<input type="checkbox"/> 599	<input type="checkbox"/> 598	<input type="checkbox"/> 597
<input type="checkbox"/> Generate Proposal							
<input type="checkbox"/> CHANGE WORKFLOW							
<input type="checkbox"/> USAGE ASSUMPTIONS							
<input type="checkbox"/> OTHER COSTS							

Please enter Quantity and Average Monthly Usage to calculate Extended Payment.

<input type="checkbox"/> Plan 1-36 Month F/W usage	<input type="checkbox"/> 606	<input type="checkbox"/> 605	<input type="checkbox"/> 604	<input type="checkbox"/> 603	<input type="checkbox"/> 602	<input type="checkbox"/> 601	<input type="checkbox"/> 600	<input type="checkbox"/> 599	<input type="checkbox"/> 598	<input type="checkbox"/> 597
<input type="checkbox"/> Billing Cycle (Monthly), Lease Factor (0.02778), Toner Included (No), Annual Escalation Change (No)	<input type="checkbox"/> 616	<input type="checkbox"/> 615	<input type="checkbox"/> 614	<input type="checkbox"/> 613	<input type="checkbox"/> 612	<input type="checkbox"/> 611	<input type="checkbox"/> 610	<input type="checkbox"/> 609	<input type="checkbox"/> 608	<input type="checkbox"/> 607
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<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/> 619
<input type="checkbox"/> Configuration / Group Name	<input type="checkbox"/> 618	<input type="checkbox"/> Qty*	<input type="checkbox"/> 620	<input type="checkbox"/> Avg. Mo. Usage	<input type="checkbox"/> 624	<input type="checkbox"/> 623	<input type="checkbox"/> 622	<input type="checkbox"/> 621	<input type="checkbox"/> 620	<input type="checkbox"/>

Fig. 7

ENCOMPASS ONLINE		Please Select One	
<input checked="" type="checkbox"/> Benefits Summary <input type="checkbox"/> Customer Benefits Summary The customer benefits summary allows you to add details about the benefits of your Proposal.		<input checked="" type="checkbox"/> 122	
<input checked="" type="checkbox"/> Top Customer Benefits Please select up to three Customer Benefits.		<input checked="" type="checkbox"/> 802	
The Proposed solution provides a number of powerful benefits including: <input checked="" type="checkbox"/> 806		<input checked="" type="checkbox"/> 818	
The Proposed solution will be reduced by \$5,885 over the next 60 months, a savings of: <input checked="" type="checkbox"/> 804		<input checked="" type="checkbox"/> 820	
The Proposed solution provides a number of powerful benefits including: <ul style="list-style-type: none"> • Total Cost of Ownership will be reduced by \$5,885 over the next 60 months • New and enhanced product features including Copy, Print, Fax and Scan • 3 different supply items no longer need to be procured or stocked <input checked="" type="checkbox"/> 810		<input checked="" type="checkbox"/> 808	
The Proposed solution features: <input checked="" type="checkbox"/> 806		<input checked="" type="checkbox"/> 814	
<input checked="" type="checkbox"/> 816		<input checked="" type="checkbox"/> 822	
<input checked="" type="checkbox"/> 829		<input checked="" type="checkbox"/> 829	
The number of vendors required to manage your fleet will decrease from 1 to 1, a change of 0%.			
<input type="button" value="CLOSE"/> <input type="button" value="SAVE"/>			

Fig. 8

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SAVE

ENCOMPASS ONLINE <input style="border: 1px solid black; padding: 2px; margin-right: 10px;" type="button" value="Please Select One"/>	
<input checked="" type="checkbox"/> ABC Corporation > Fleet Optimization #2 <input style="border: 1px solid black; padding: 2px;" type="button" value=">"/>	
PROPOSAL WORK FLOW	
<input type="radio"/> Proposal Name/Type <input type="radio"/> Customer/Location <input type="radio"/> Current Product Info <input type="radio"/> Solution Configuration <input type="radio"/> Proposal Summary <input type="radio"/> Generate Proposal	
<input type="radio"/> \$ OTHER COSTS <input type="radio"/> CHANGE WORKFLOW <input type="radio"/> USAGE ASSUMPTIONS	
PROPOSAL PROGRESS	
<input type="radio"/> 122 <input type="radio"/> 904 <input type="radio"/> 906 <input type="radio"/> 908 <input type="radio"/> 902 <input type="radio"/> 124 <input type="radio"/> 126	
ATTACHMENTS	
<input type="checkbox"/> Generate Proposal <input type="checkbox"/> Proposal Valid Through <input type="checkbox"/> Order Proposal Table of Content <input type="checkbox"/> Cover Page (Required) <input type="checkbox"/> Executive Summary <input type="checkbox"/> Proposal Overview <input type="checkbox"/> Current Cost/Usage <input type="checkbox"/> Customer Objectives <input type="checkbox"/> Critical Success Factors <input type="checkbox"/> Toshiba Benefits <input type="checkbox"/> Current Scenario <input type="checkbox"/> Overview <input type="checkbox"/> Highlight <input type="checkbox"/> Cost/Usability Technology <input type="checkbox"/> Technology Overview <input type="checkbox"/> Supplies Overview <input type="checkbox"/> Fleet Management <input type="checkbox"/> RecommendedToshiba Solution <input type="checkbox"/> Solution Summary <input type="checkbox"/> Benefits of RecommendedSolution	

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Fig. 9